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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1984

EASTERN REGION (ECPO)

Bentley College
Boston College
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Vassar College
Williams College
Worcester Polytechnic Institute
Yale University
Yale University - School of Organization and Management

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 7 through February 3) and cumulatively (September 1 through February 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	63	832	$1570	$1624	$1667	$1583	$1442	72	2402	$1566	$1618	$1667	$1583	$1458
Business—General (incl. Mgmt.)	6	264	1464	1495	*	*	*	9	1072	1448	1496	*	*	*
Marketing & Distribution	6	100	1771	1492	*	*	*	7	481	1690	1468	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	5	36	1179	1275	*	*	*	5	127	1179	1346	*	*	*
Economics[2]	4	13	1446	1508	*	*	*	4	67	1446	1410	*	*	*
Other Social Sciences	10	58	1189	1348	*	*	*	12	223	1178	1328	*	*	*
ENGINEERING														
Aeronautical	+	40	+	2218				2	116	2204	2136	*	*	*
Chemical	+	149	+	2274				9	347	2037	2240	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	149	+	1844				1	357	1342	1887	*	*	*
Electrical (incl. Computer Engrg.)	6	759	2258	2178	*	*	*	46	2219	2168	2163	2333	2209	1800
Geological	+	3	+	1644				+	13	+	1953			
Industrial	+	94	+	2114				+	236	+	2096			
Mechanical	1	430	2197	2195	*	*	*	23	1123	2170	2161	2334	2150	2075
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	24	+	2192				2	64	2360	2178	*	*	*
Mining	+	4	+	1842				+	19	+	1877			
Nuclear (incl. Engrg. Physics)	+	3	+	2328				+	17	+	2196			
Petroleum	+	51	+	2617				+	138	+	2544			
Engineering Technology	+	95	+	2086				3	280	2048	2066	*	*	*
SCIENCES														
Agricultural Sciences	+	50	+	1337				1	105	1333	1408	*	*	*
Biological Sciences	1	8	1083	1414	*	*	*	1	25	1083	1437	*	*	*
Chemistry	1	15	1000	1586	*	*	*	2	40	1667	1708	*	*	*
Computer Science	12	271	1756	2020	*	*	*	23	753	1899	1994	2180	2000	1300
Health (Medical) Professions	2	75	1666	1784	*	*	*	2	140	1666	1581	*	*	*
Mathematics	+	20	+	2014				1	61	1875	1910	*	*	*
Other Physical & Earth Sciences	+	19	+	1826				3	66	2200	1789	*	*	*
Totals	117	3562						228	10491					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	64	845	$1558	$1621	$1667	$1583	$1381	71	2400	$1552	$1616	$1667	$1583	$1400
Business Administration	6	133	1232	1466	*	*	*	7	502	1246	1488	*	*	*
Communications	2	22	1417	1442	*	*	*	4	68	1604	1471	*	*	*
Community & Service Orgs. Work	3	16	1222	1320	*	*	*	3	62	1222	1373	*	*	*
EDP-Programming/Systems	12	303	1779	2010	*	*	*	29	846	1977	1987	2250	2085	1300
Engineering	7	1713	2249	2169	*	*	*	75	4556	2160	2151	2350	2187	1800
Farm & Natural Resources Mgmt	+	17	+	1276				+	32	+	1309			
Finance & Economics	4	26	1552	1512	*	*	*	8	227	1579	1519	*	*	*
Health (Medical) Services	3	81	1472	1719	*	*	*	3	156	1472	1543	*	*	*
Manufacturing &/or Industrial Oprs.	+	46	+	1938				1	242	2075	1997	*	*	*
Mathematics/Statistics	+	16	+	1883				1	53	1875	1822	*	*	*
Merchandising/Sales Promotion	2	101	1687	1347	*	*	*	3	433	1527	1375	*	*	*
Personnel/Employee Relations	1	23	1667	1454	*	*	*	1	57	1667	1408	*	*	*
Research—Non-Scientific	2	24	1000	1937	*	*	*	2	54	1000	1737	*	*	*
Research—Scientific	1	53	1000	1801	*	*	*	4	162	1900	1884	*	*	*
Rotational Training—Non-Technical	2	28	1442	1243	*	*	*	4	159	1242	1355	*	*	*
Rotational Training—Technical	+	23	+	2046				3	77	1928	2052	*	*	*
Sales—Non-Technical Degree	8	77	1482	1496	*	*	*	9	363	1474	1472	*	*	*
Sales—Technical/Scientific Degree	+	15	+	1820				+	42	+	1774			
Totals	117	3562						228	10491					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	46	+	$1967				+	273	+	$1932			
MBA (Non-Technical Undergraduate)	1	59	$1750	1986	*	*	*	2	307	$1500	1998	*	*	*
MBA (Technical Undergraduate)	+	12	+	2411				+	47	+	2212			
MS Business (incl. Mgmt., Mktg., Finance, etc.)	+	40	+	2028				+	74	+	2028			
Industrial Mgmt. (incl. Industrial Admin.)	+	8	+	2175				+	16	+	2084			
Administration (incl. Public, Hospital, etc.)	+	2	+	2150				+	12	+	1768			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1542				+	12	+	1360			
Social Sciences	2	7	1775	1818	*	*	*	2	30	1775	1624	*	*	*
ENGINEERING														
Chemical	1	21	2665	2545	*	*	*	6	45	2551	2468	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	15	+	2474				+	46	+	2264			
Electrical (incl. Computer Engrg.)	+	78	+	2564				5	176	2567	2509	*	*	*
Industrial	1	12	2300	2491	*	*	*	1	34	2300	2466	*	*	*
Mechanical	2	56	2462	2503	*	*	*	12	113	2479	2481	*	*	*
Nuclear (incl. Engrg. Physics)	+	4	+	2494				2	6	2475	2488	*	*	*
SCIENCES														
Chemistry	2	6	1805	1967	*	*	*	2	14	1805	2075	*	*	*
Computer Science	+	39	+	2449				6	97	2596	2435	*	*	*
Geology & Related Geological Sciences	+	7	+	2289				+	17	+	2296			
Mathematics	+	3	+	2147				+	7	+	2054			
Metallurgy (incl. Met. Engrg., Materials Engrg. Science, & Ceramics)	+	4	+	2504				5	17	2449	2461	*	*	*
Totals	9	421						43	1343					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	18	+	$2088				1	70	$1884	$2192	*	*	*
MBA - Tech Undergraduate	+	2	+	2187				1	10	1750	2379	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	22	+	2264				+	43	+	2291			
MBA - Tech Undergraduate	+	2	+	2375				+	10	+	2380			
Over 4 years														
MBA - Non-Tech Undergraduate	+	23	+	2619				1	54	2117	2499	*	*	*
MBA - Tech Undergraduate	+	3	+	2667				+	3	+	2667			
Totals	+	70						3	190					
ENGINEERING														
Chemical	+	9	+	$3124				+	20	+	$3168			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	3200				+	3	+	2936			
Electrical (incl. Computer Engrg.)	+	10	+	3377				1	29	$3508	3209	*	*	*
Mechanical	+	2	+	2396				1	6	2708	3097	*	*	*
SCIENCES														
Chemistry	+	8	+	2798				+	27	+	2828			
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	+	+					+	5	+	3291			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	+	+					+	1	+	3467			
Physics	+	1	+	3333				+	10	+	2823			
Totals	+	31						2	101					

DOCTORAL DEGREE CANDIDATES

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 ECPD REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1586 52 1667 1459	1401 3	1375 1	1617 2		1525 1
BUSINESS - GENERAL		1125 1	1570 3	1000 1		
MARKETING/DISTRIBUTN		1500 1	1333 1			
HUMANITIES			1000 2			
ECONOMICS		2000 1	1000 1			
OTHR SOCIAL SCIENCES		1229 4	1000 2			

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 ECPD REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL						
CHEMICAL						
CIVIL -CNSTR/SAN/TRP						
ELECTRICAL -COMPTR				2430 4		
GEOLOGICAL						
INDUSTRIAL						
MECHANICAL					2197 1	
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE		1050 2		2022 6		
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 ECPD REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING			1588	1								
BUSINESS - GENERAL							1950	1				
MARKETING/DISTRIBUTN	1958	2	2041	1			1834	1				
HUMANITIES			1060	1								
ECONOMICS												
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 ECPD REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AERONAUTICAL						
CHEMICAL						
CIVIL -CNSTR/SAN/TRP						
ELECTRICAL -COMPTR		2000 1				
GEOLOGICAL						
INDUSTRIAL						
MECHANICAL						
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH						

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE				2250 1		
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING					1501 3	
BUSINESS - GENERAL						
MARKETING/DISTRIBUTN						
HUMANITIES				1416 1	1417 1	
ECONOMICS					1384 1	1400 1
OTHR SOCIAL SCIENCES					1306 1	1222 3

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AERONAUTICAL						
CHEMICAL						
CIVIL -CNSTR/SAN/TRP						
ELECTRICAL -COMPTR				1830 1		
GEOLOGICAL						
INDUSTRIAL						
MECHANICAL						
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH						

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES											1083	1
CHEMISTRY	1000	1										
COMPUTER SCIENCE	1563	1									1500	2
HEALTH (MED) PROFSNS									1332	1	2000	1
MATHEMATICS												
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	/	/	/ 1750 1	/	/	/
MBA - TECHNICAL	/	/	/	/	/	/

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL	/	/	/	/	/	/
MBA - TECHNICAL	/	/	/	/	/	/

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL	/	/	/	/	/	/
MBA - TECHNICAL	/	/	/	/	/	/